



Asian Development Bank

Opportunities for U.S. Businesses



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U.S. Commercial Service Liaison Office to the Asian Development Bank
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Overview of Asian Development Bank



ADB

Founded in December 1966

Asia's Premier Finance Multilateral Development Bank

Aims for an Asia and Pacific free from poverty

Provides Loans, Grants, and Equity Investments

Overview of Asian Development Bank



67 Member Countries (48 within Asia, 19 outside)

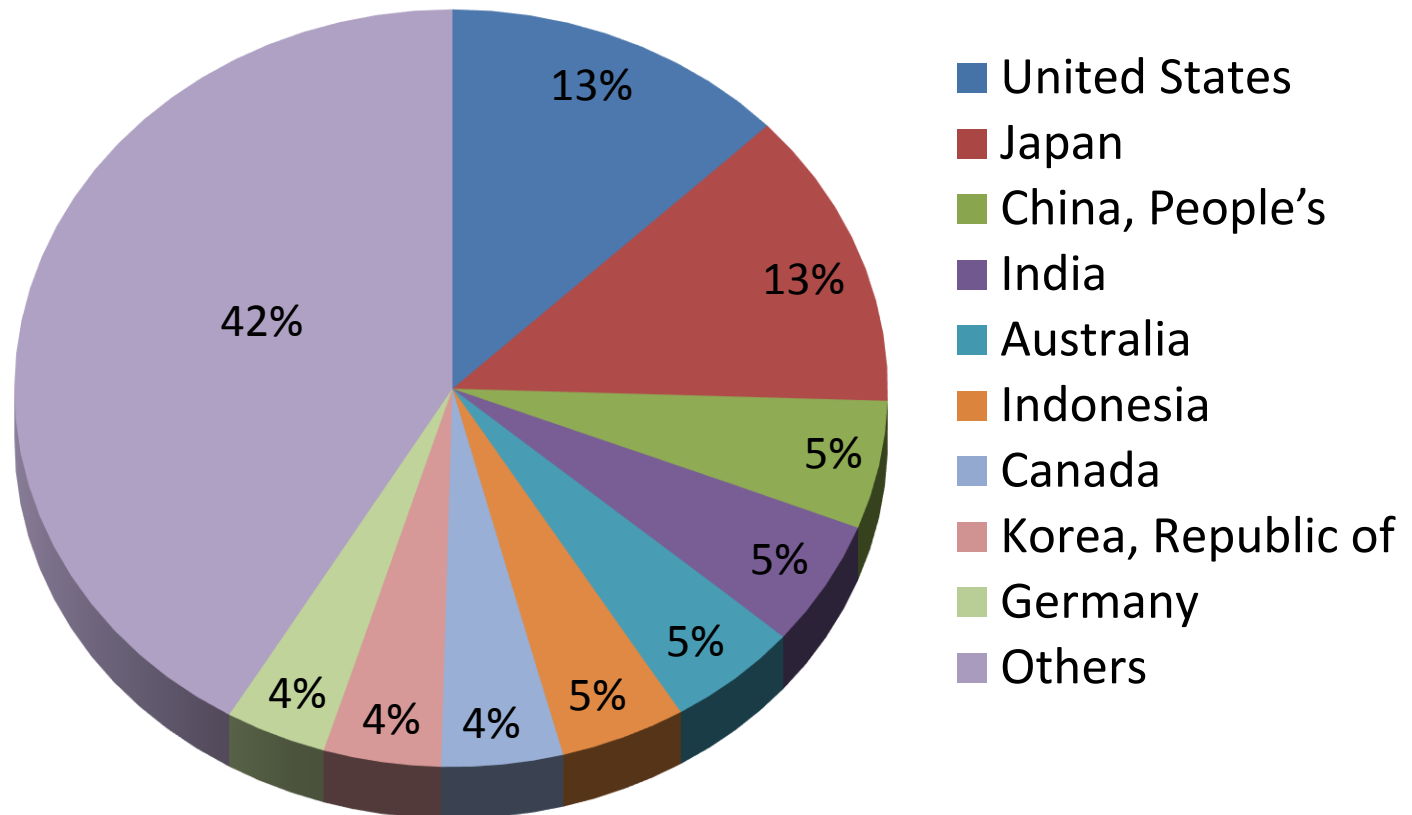
Governance

- **Board of Directors:** 12 (8 from within Asia and the Pacific, 4 from outside the region)
- **President:** Takehiko Nakao
- **Bank Staff:** Over 3,000

Overview of Asian Development Bank



Voting Power

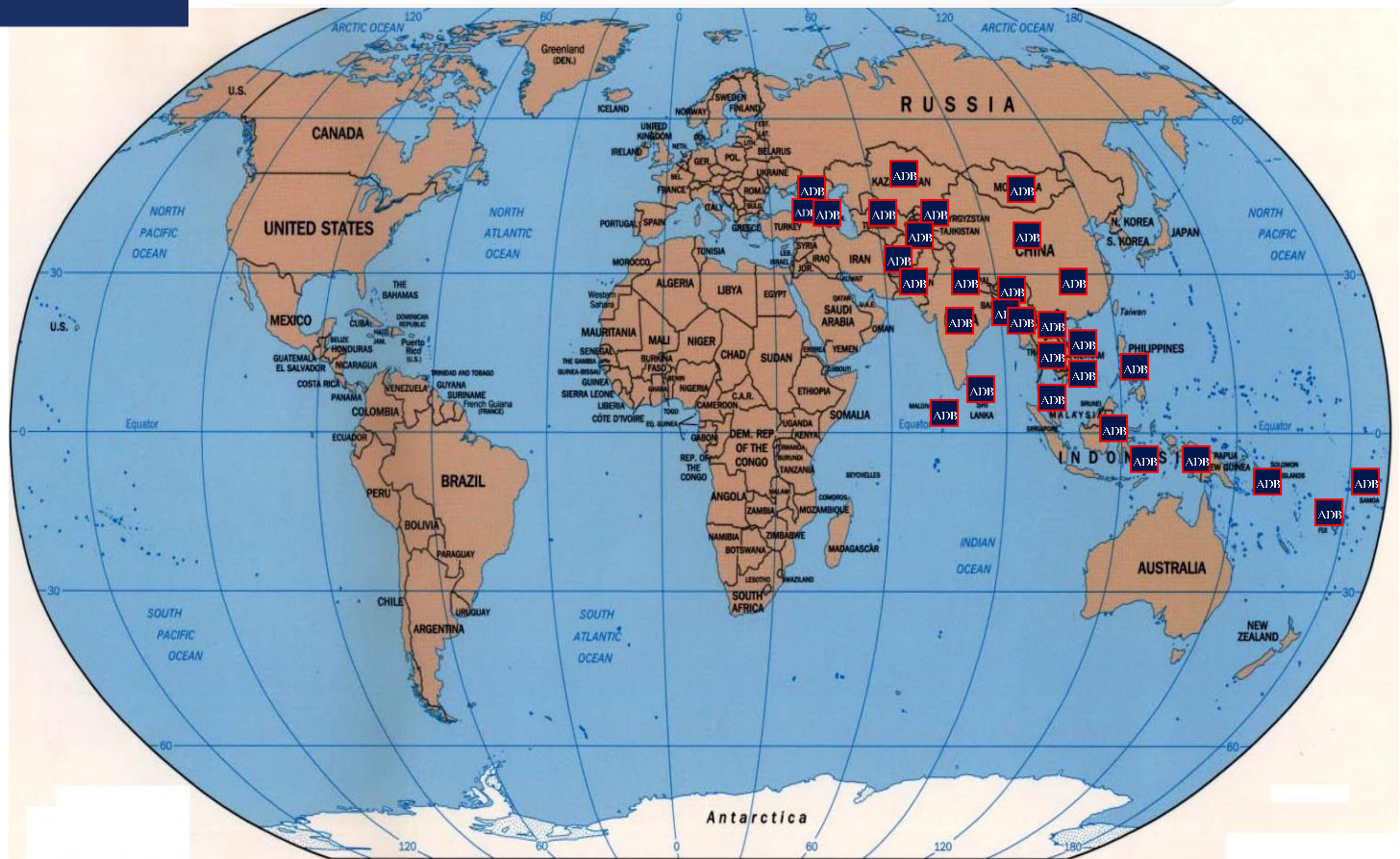


Overview of Asian Development Bank



ADB

Where ADB projects are implemented



Overview of Asian Development Bank



Core Operational Areas

- **Infrastructure:** Water, Energy, Transport, Urban Development, ICT
- **Environment**
- **Regional Cooperation and Integration**
- **Finance Sector Development**
- **Education**

India: Sewage Treatment Plant



Vietnam: Transport Project



U.S. Government at Asian Development Bank



U.S. Department of Commerce U.S. Commercial Service - Liaison Office to ADB



- **Counsel & Assist** U.S. firms to pursue market opportunities derived from ADB's development projects and goals
- **Identify** Supplier, Consultants Contracts; **Explore** ADB Equity Investments
- **Advocate** for & **Protect** U.S. Business Interests
- **Advance** U.S. Government commercial priorities (Global Procurement Initiative, Support for ASEAN, Lower Mekong Initiative).
- **Outreach** in the region and in the U.S.

Asian Development Bank Business Opportunities

**Business Goal: 50% of ADB-financed projects
to have private sector participation by 2020**

**Business Opportunities: \$22 billion a year (2011 - 2015)
translates into contracts for suppliers and consultants
2016: \$31 billion**

Why Should US Firms be Interested in ADB?

ADB Procurement Reforms: Six Principles

- Economy
- Efficiency
- Fairness
- Transparency
- Quality
- Value for Money

Why Should US Firms be Interested in ADB?

- Procurement Return Ratio: For \$1 that the U.S. has contributed to ADB, U.S. firms have won back \$1.52.

2012-2016: US firms ranked:

- 3rd: Consulting services under technical assistance (TA)
- 8th: Consulting services under loans
- 12th: Procurement of goods, works & services under loans
- 10th: Total procurement under loans, TA & grants

Why Should US Firms be Interested in ADB?

Procurement Comparison, 2012 – 2016 (in \$ million)

Selected Country	Consulting	Rank	Goods & Works	Rank	Total Procurement	Rank
China	\$85	13	\$11,802	1	\$11,887	1
Germany	\$154	6	\$812	15	\$966	14
India	\$272	1	\$ 7,524	2	\$7,796	2
Japan	\$95	11	\$1,228	9	\$1,323	8
U.K.	\$176	4	\$376	22	\$552	21
U.S.	\$182	3	\$1,021	12	\$1,203	10

Where are the Business Opportunities?

Top Recipients of ADB Financing

Rank	2013 (billion)	2014 (billion)	2015 (billion)	2016 (billion)
1	India: \$2.7	India: \$3.5	India: \$3.9	Indonesia: \$5.8
2	Pakistan: \$2.6	Pakistan: \$3	Pakistan: \$3.1	India: \$4.3
3	China: \$2.4	China: \$2.8	Indonesia: \$2.9	China: \$2.9
4	Vietnam: \$2	Vietnam: \$2.4	China: \$2.8	Pakistan: 2.4
5	Indonesia: \$2	Indonesia: \$1.8	Bangladesh: \$2.7	Bangladesh: \$2.1

China Energy Project



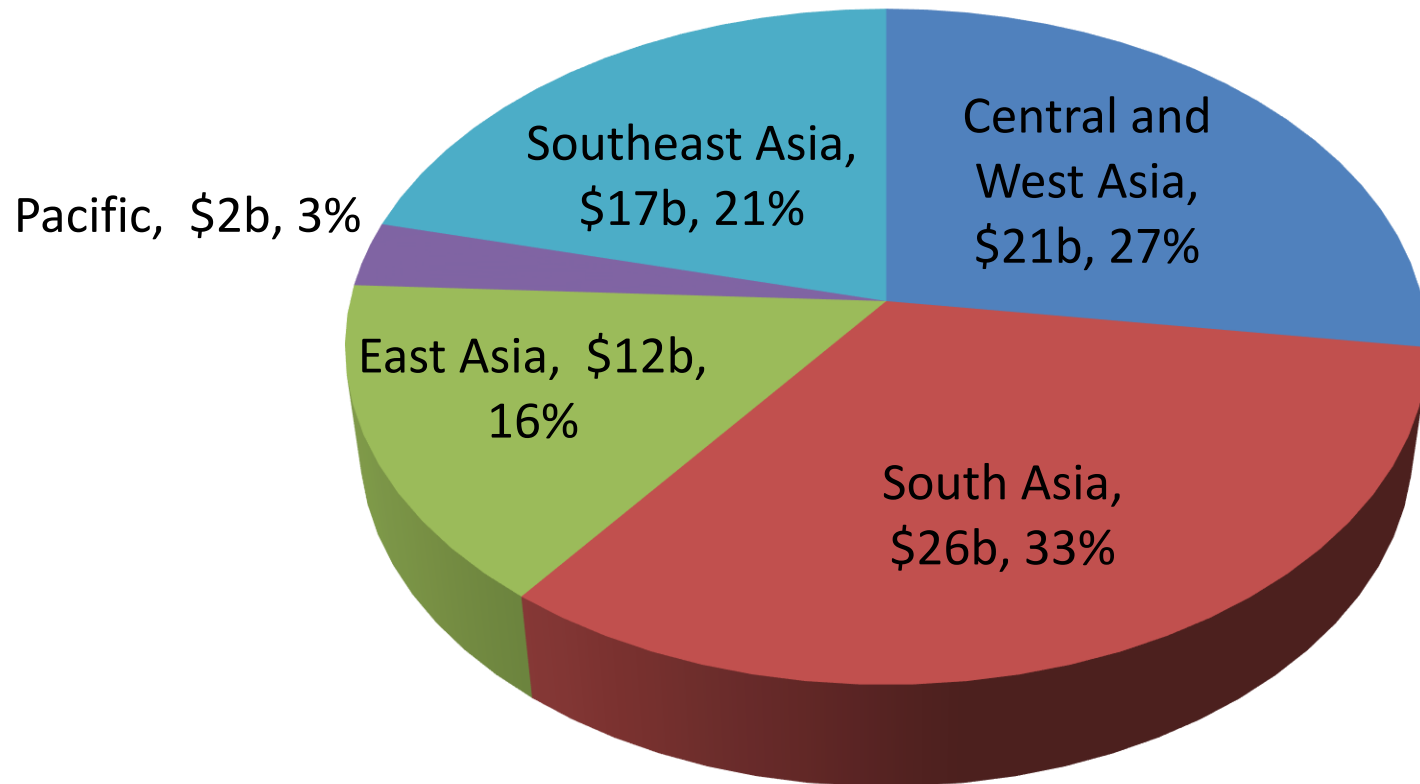
Indonesia Agriculture Project



India Urban Development Project



ADB Active Portfolio by Region in 2016



Source: ADB Business Opportunities Fair, 2017

ADB Top Sectors in 2015 & 2016

Priority Sectors for 2017 – 2019

2015 (\$ billion)***	2016 (\$ billion)**	2017-2019 (\$ billion)*
Energy : \$5	Energy : \$10	Transport & ICT : \$14
Transport & ICT: \$2.7	Transport & ICT : \$6	Water supply/ Sanitation : \$10
Finance : \$2.6	Finance : \$5	Energy : \$9.6
Water supply/ Sanitation : \$1.8	Public sector Management : \$4	Agriculture and Natural Resources: \$8

*ADB Business Opportunities Fair 2017

**ADB Annual Report, 2015 & 2016

U.S. Firms We Have Helped

- Procurement of goods, works & services under loans
(U.S. rank: 8th)
 - **ICT Provider:** \$302,524 network equipment and software in India (2013)
- Total procurement under loans, TA & grants
(U.S. rank: 12th)
 - **Energy Firm:** \$9 million geothermal equipment in Indonesia (2013)





U.S. Firms We Have Helped

- Consulting services under technical assistance (TA)
(U.S. rank: 3rd)
 - **Business Consulting Firm:** \$130,000 consulting contract in Kazakhstan (2015)
 - **Multisector Consulting Firm:** \$627,100 consulting service contract in China (2014)
- Consulting services under loans (U.S. rank: 8th)
 - **Energy Consulting Firm:** \$216,000 Diagnostic Study & Feasibility Study Report for Pakistan (2014)

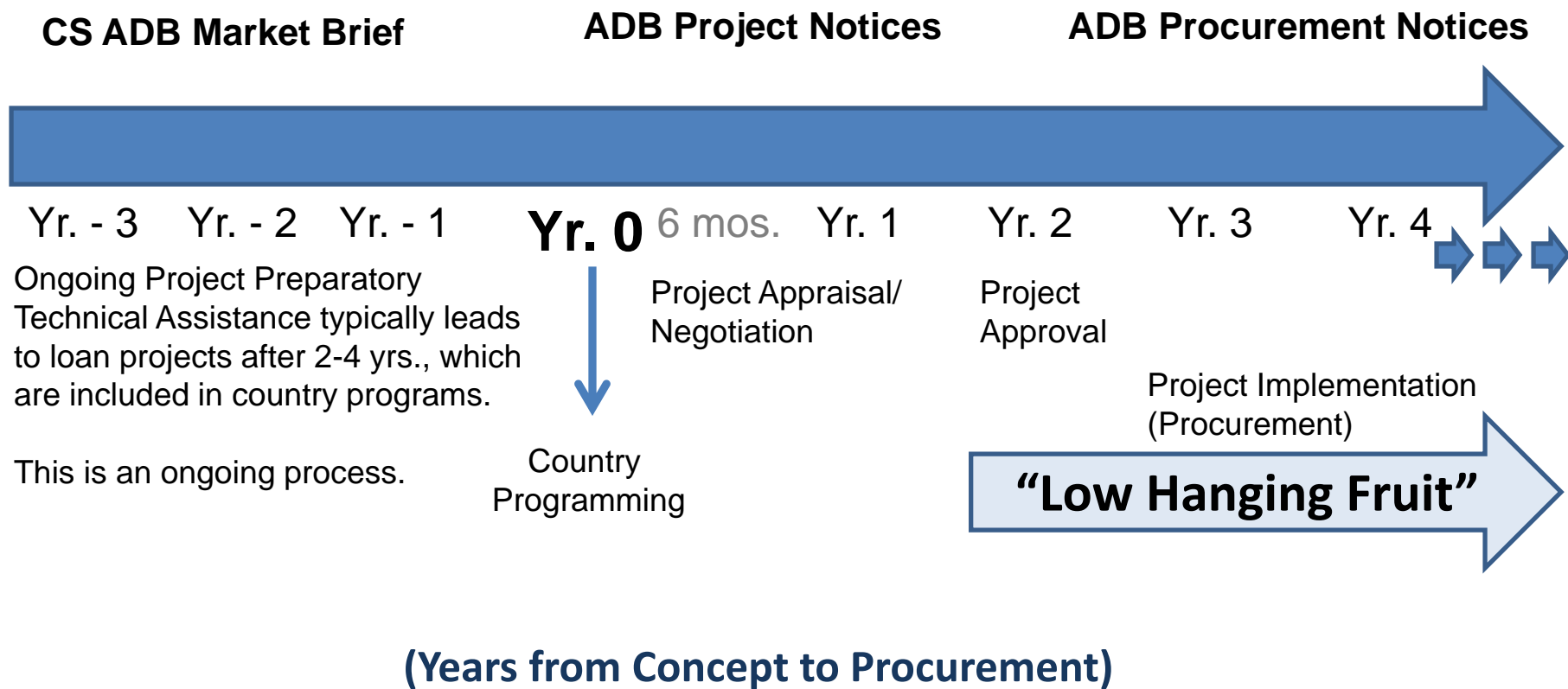
Top U.S. Contractors/Suppliers/Consultants 2011-2015

- Engineering Firms - \$521 million
- Consulting Firms - \$102 million
- Individual Consultants - \$49 million
- Geothermal Co. - \$8 million
- Truck Supplier - \$8 million
- Construction Co. - \$3 million

Opportunities in ADB Project Cycle

ADB Project Cycle	Type of Opportunity	Customer	Sources of Information
1. Country Partnership Strategy/ Regional Cooperation Strategy 	Staff Consultants (Pre-pipeline, pipeline project identification)	ADB, Borrowing Country	ADB website: Consulting Services Recruitment Notices (CSRN)/CS ADB Market Briefs
2. Preparation 	Consultants	Borrowing Country	ADB website: Project Procurement Plan; CSRN
3. Approval 	N/A	N/A	Project Data Sheet/ADB Project Reports
4. Implementation 	Suppliers (sub or prime)/ Contractors (sub or prime) / Consultants	Borrowing Country	ADB website: Project Procurement Plan; CSRN; ADB Procurement Notices
5. Completion/ Evaluation	Consultants	ADB	CSRN

How We Assist: CS ADB MARKET RESEARCH



How We Assist: OUTREACH

- Asia Pacific Chambers of Commerce
- Business Opportunities Seminars in U.S.
- Business Opportunities Fair (March 2018)
- ADB Sectoral Workshops
 - Asia Clean Energy Forum (June 2017)
 - 2nd Asia Finance Forum (November 2017)
 - ADB Water Event (June 2018)
 - Transport Forum (2018)



How We Assist: COMPANY BRIEFINGS



US Firms Presenting at 2016 Transport Forum

How We Assist: TIPS to U.S. Firms

- Stick to your specialization
- Follow ADB documentation requirements
- Pursue projects in countries where you have presence and track record
- Keep abreast of ADB strategies
- Employ local teams for pricing advantage
- Visit ADB, Borrowing Government & Project Sites

ADB Trade Leads

Country	Projects	Requirements (Partial)	Submission Deadlines
Note: Click on the project title for full details.			
EDUCATION SECTOR			
India	Supporting Human Capital Development in Meghalaya	Various consultants	November 9, 2017
Indonesia	TA 50395-001: Preparing the Advanced Knowledge and Skills for Inclusive Growth Project	Consulting firm	November 4, 2017
Kyrgyz	Grant No. 0408-KGZ: Strengthening Education System Sector Development Program [SESSDP/ICB/G/1/2017]	Laboratory equipment	November 14, 2017
ENERGY SECTOR			
India	Loan No. 2794-IND: Himachal Pradesh Clean Energy Transmission Investment Program – Tranche 1 [29 - ERP / ADB / HPPTCL / HARDWARE]	ERP Applications	November 8, 2017
India	Loan No. 3365-IND: Green Energy Corridor and Grid Strengthening Project [CC-CS/686-SR2/CD-3717/7/G6 (CD01); CC-CS/686-SR2/CD-3718/7/G6 (CD02)]	ACSR MOOSE Conductor	November 3, 2017
India	Loan No. 3365-IND: Green Energy Corridor and Grid Strengthening Project [CC-CS/686-SR2/CD-3719/7/G6 (CD03); CC-CS/686-SR2/CD-3720/7/G6 (CD04)]	ACSR MOOSE Conductor	November 3, 2017
India	Loan No. 3365-IND: Green Energy Corridor and Grid Strengthening Project [CC-CS/686-SR2/CD-3721/7/G6 (CD05); CC-CS/686-SR2/CD-3722/7/G6 (CD06)]	HVDC Station	November 3, 2017
Pakistan	Loan No. 3419-PAK: Second Power Transmission Enhancement Investment Program - Tranche 1 [ADB-105]	Transmission line	November 16, 2017
Pakistan	Loan No. 2972-PAK: Power Distribution Enhancement Investment Program - Tranche 3 [ADB-TRANCHE-III-HESCO-05A(S)-Goods-2017]	Grid Station	November 14, 2017
Pakistan	Loan No. 2972-PAK: Power Distribution Enhancement Investment Program - Tranche 3 [ADB-TRANCHE-III-HESCO-06(S)-Goods-2017]	Power Transformers	November 7, 2017
Pakistan	Loan No. 8311-PAK(AFD): Power Transmission Enhancement Investment Program – Tranche 4 [ADB-71-RB-2-2017]	Grid Station Equipment	November 2, 2017
Pakistan	Loan No. 3096-PAK: Power Distribution Enhancement Investment Program - Tranche 4 [ADB-IESCO-Tranche-IV-NCB-01-Package # (I, II & III) (Civil Works)]	Power Transformer Bay	November 1, 2017
Pakistan	Loan No. 2972-PAK: Power Distribution Enhancement Investment Program - Tranche 3 [ADB-TRANCHE-III-PESCO-06(S)-2017-(Lot 1 to 9)]	Grid Station Equipment	November 7, 2017
Sri Lanka	Loan No. 3409-SRI: Supporting Electricity Supply Reliability Improvement Project [CEB/PMU/SESRI/2017/ICB/04]	33kV Load Break Switches	November 22, 2017

ADB Trade Leads

ENVIRONMENT SECTOR

Bangladesh	Loan No. 3133-BAN: Coastal Towns Environmental Infrastructure Project [e-GP/CTEIP/2017-18/BHO/DR-05]	RCC Drain	November 13, 2017
China	Loan No. 49021-PRC: Heilongjiang Green Urban and Economic Revitalization Project [SY-RC-W9]	Drainage and sewer	November 3, 2017
China	L3114-PRC: Guangdong Chaonan Water Resources Development and Protection Demonstration Project [G4]	Water Supply Plants	November 3, 2017
Myanmar	Grant No. 0455-MYA: Mandalay Urban Services Improvement Project [MYWW 1.1/01]	Solid Waste Equipment	November 7, 2017
Nepal	Loan No. 3255-NEP: Kathmandu Valley Water Supply Improvement Project [KUKL/SCADA/01]	Water network management	November 14, 2017
Sri Lanka	Loan No. 2710/2711-SRI: Jaffna and Kilinochchi Water Supply and Sanitation Project [PEIC/JKWSSP/ Water Towers /2017/01]	Water Towers	November 1, 2017
Tajikistan	Grant No. 0352-TAJ: Building Climate Resilience in the Pyanj River Basin Project [BCR/NCB/CW/2017/1]	Pumping station	November 1, 2017

INDUSTRY, FINANCE AND OTHER SECTORS

Regional	TA-9229 REG: Support to the Association of Southeast Asian Nations Economic Community	International consultant	November 4, 2017
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TRANSPORTATION AND COMMUNICATIONS SECTOR

Armenia	Loan No. 2993-ARM: North-South Road Corridor Investment Program - Tranche 3 [T3-G-1]	Asphalt laboratory mixer	November 15, 2017
Bangladesh	Loan/Grant Nos.: 3133/8284/0394-BAN: Coastal Towns Environmental Infrastructure Project [e-GP/CTEIP/2016-17/GAL/RD/03]	Roadside drain	November 12, 2017
Bangladesh	Loan No. 3133-BAN: Coastal Towns Environmental Infrastructure Project [e-GP/CTEIP/2016-17/BHO/DR-04]	Re-excavation works	November 14, 2017
Bangladesh	Loan No. 3051-BAN: Dhaka Environmentally Sustainable Water Supply Project [ICB-05.5B] Rebidding	Data Loggers	November 20, 2017
Bhutan	Loan-3421 BHU: South Asia Subregional Economic Cooperation Transport, Trade Facilitation and Logistics Project	Consulting firm	November 2, 2017
Cambodia	Loan 3151-CAM/AFD Loan CKH 1152 01 K//Grant 0402-CAM, Rural Roads Improvement Project II, Additional Financing [CW2B]	Road works	November 13, 2017
Cambodia	Loan 3151-CAM/AFD Loan CKH 1152 01 K//Grant 0402-CAM, Rural Roads Improvement Project II, Additional Financing [CW6B]	Civil works (road)	November 13, 2017
Cambodia	Loan 3151-CAM/AFD Loan CKH 1152 01 K//Grant 0402-CAM, Rural Roads Improvement Project II, Additional Financing [CW7B]	Civil works (road)	November 13, 2017

ADB Trade Leads

TRANSPORTATION AND COMMUNICATIONS SECTOR

Armenia	Loan No. 2993-ARM: North-South Road Corridor Investment Program - Tranche 3 [T3-G-1]	Asphalt laboratory mixer	November 15, 2017
Bangladesh	Loan/Grant Nos.: 3133/8284/0394-BAN: Coastal Towns Environmental Infrastructure Project [e-GP/CTEIP/2016-17/GAL/RD/03]	Roadside drain	November 12, 2017
Bangladesh	Loan No. 3133-BAN: Coastal Towns Environmental Infrastructure Project [e-GP/CTEIP/2016-17/BHO/DR-04]	Re-excavation works	November 14, 2017
Bangladesh	Loan No. 3051-BAN: Dhaka Environmentally Sustainable Water Supply Project [ICB-05.5B]	Data Loggers	November 20, 2017
	Rebidding		
Bhutan	Loan-3421 BHU: South Asia Subregional Economic Cooperation Transport, Trade Facilitation and Logistics Project	Consulting firm	November 2, 2017
Cambodia	Loan 3151-CAM/AFD Loan CKH 1152 01 K/Grant 0402-CAM, Rural Roads Improvement Project II, Additional Financing [CW2B]	Road works	November 13, 2017
Cambodia	Loan 3151-CAM/AFD Loan CKH 1152 01 K/Grant 0402-CAM, Rural Roads Improvement Project II, Additional Financing [CW6B]	Civil works (road)	November 13, 2017
Cambodia	Loan 3151-CAM/AFD Loan CKH 1152 01 K/Grant 0402-CAM, Rural Roads Improvement Project II, Additional Financing [CW7B]	Civil works (road)	November 13, 2017
Mongolia	L3072-MON: Payment System Modernization Project [NETC/Goods/2017-015]	IT hardware and software	November 1, 2017
Mongolia	L2719/G0240-MON: Regional Logistics Development Project [W2]	Railway Signaling and Communication	November 3, 2017
Pakistan	Loan No. 47360-PAK: Khyber Pakhtunkhwa Provincial Roads Improvement Project [ADB/ICB/PRIP]	Civil works (road)	November 6, 2017
Pakistan	Loan No. 48404-PAK: Central Asia Regional Economic Cooperation Corridor Development Investment Program-Tranche 1 [CP-3]	Carriageway improvement	November 6, 2017
Sri Lanka	50299-SRI: South Asia Sub Regional Economic Cooperation (SASEC) Port Access Elevated Highway Project [RDA/ADB/OCB/PAEHP]	Civil works (port highway)	November 21, 2017
Thailand	41682-THA: Greater Mekong Subregion (GMS) Highway Expansion Phase 2 Project	Advance contracting (tender document preparation)	-
Vanuatu	Loan No. 3249-VAN: Interisland Shipping Support Project [VPMU/MISSP/W/17/001 (Rev 2)]	Works (Vessel salvage and disposal)	November 21, 2017

URBAN DEVELOPMENT SECTOR

Bangladesh	Loan No. 2695-BAN: City Region Development Project [CRDP/LGED/ICB/2017/G-07]	Excavator	November 6, 2017
Bangladesh	Loan No. 2695-BAN: City Region Development Project [CRDP/LGED/ICB/2017/G-08]	Bulldozer	November 6, 2017
Bangladesh	Loan No. 2695-BAN: City Region Development Project [CRDP/LGED/ICB/2017/G-09]	Vacuum cleaner	November 15, 2017
Bangladesh	Loan No. 2695-BAN: City Region Development Project [CRDP/LGED/ICB/2017/G-10]	Backhoe Loader	November 15, 2017
Bangladesh	Loan No. 2695-BAN: City Region Development Project [CRDP/LGED/ICB/2017/G-11]	Waste Collection Trucks	November 15, 2017
Bangladesh	Loan No. 2695-BAN: City Region Development Project [CRDP/LGED/ICB/2017/G-12]	Waste Collection Trucks	November 15, 2017
Nepal	LOAN 47252-002 NEP: Regional Urban Development Project	Construction Supervision Consultant	November 10, 2017

ADB Trade Leads

Country	ADB Projects	ADB Assistance
Note: Click on the project title for full details.		
AGRICULTURE and NATURAL RESOURCES SECTOR		
Afghanistan	Horticulture Value Chain Development Sector Project	Approved Technical Assistance (TA)
Cambodia	Tonle Sap Poverty Reduction and Smallholder Development Project - Additional Financing	Approved loan and grant
China	Shanxi Inclusive Agricultural Value Chain Development Project	Approved loan and TA
China	Guizhou Rocky Desertification Area Water Management Project	Approved loan
EDUCATION SECTOR		
Cambodia	Preparing the Second Upper Secondary Education Sector Development Program	Approved TA
China	Guangxi Modern Technical and Vocational Education and Training Development Program	Approved loan and TA
India	Himachal Pradesh Skills Development Project	Approved loan
Mongolia	Strengthening Systems for Promoting Science, Technology, and Innovation	Approved TA
Mongolia	Supporting the Development of an Education Sector Master Plan	Approved TA
ENERGY SECTOR		
Afghanistan	Energy Supply Improvement Investment Program (Solar). Tranche 3	Approved grant
Indonesia	Sustainable Energy Access in Eastern Indonesia-Electricity Grid Development Program	Approved loan
Indonesia	Sustainable and Inclusive Energy Program (Subprogram 2)	Approved loan and TA
Pakistan	MFF Power Transmission Enhancement Investment Program II Tranche 2	Approved loan
Sri Lanka	Rooftop Solar Power Generation Project	Approved loan and TA
Vanuatu	Energy Access Project	Approved loan and grant
Vietnam	Northern to Central 500 kV Transmission Grid Reinforcement Project	Approved TA
ENVIRONMENT SECTOR		
China	Strategic Policy Study on Collaborative Control of Air Pollution and Carbon Emissions in the Transport Sector	Approved TA
China	Supporting the Application of River Chief System for Ecological Protection in Yangtze River Economic Belt	Approved TA
Kyrgyz	Climate Resilience and Disaster Risk Reduction in Water Resources Management	Approved TA
Mongolia	Ulaanbaatar Air Quality Improvement Program	Approved TA
HEALTH SECTOR		
Mongolia	Development of the Health Sector Master Plan, 2019-2027	Approved TA
Sri Lanka	Preparing the Health System Enhancement Project	Approved TA
INDUSTRY, FINANCE, and OTHER SECTORS		
China	Establishing a Market Conduct Supervision Mechanism for Financial Consumer Protection	Approved TA
China	Support to Public Finance and Finance Sector Reform in Henan Province	Approved TA
India	Second West Bengal Development Finance Program	Approved loan and TA
Kazakhstan	Promoting Finance Sector Resilience	Approved TA
Pakistan	Central Asia Regional Economic Cooperation Corridor Development Investment Program-Tranche 1	Approved loan

ADB Trade Leads

TRANSPORTATION and COMMUNICATIONS SECTOR

Afghanistan	Road Asset Management Project - Additional Financing	Approved grant
Cambodia	Road Network Improvement Project	Approved loan
China	Comprehensive Hub-Oriented Transportation Strategy for Urumqi Metropolitan Area	Approved TA
Indonesia	Leveraging Information and Communication Technology for Irrigated Agricultural Information	Approved TA
Mongolia	Improved Registry System to Strengthen the Delivery of Social Services	Approved TA
Mongolia	Developing an Information System for Development Policy and Planning	Approved TA
Sri Lanka	Second Integrated Road Investment Program	Approved Multi-tranche Financing Facility
Sri Lanka	Shipyard Rehabilitation and Infrastructure Project	Approved loan
Sri Lanka	Railway Master Plan	Approved TA
Thailand	Bangkok Mass Rapid Transit South Purple Line Project	Approved TA

URBAN DEVELOPMENT SECTOR

China	Xinjiang Changji Integrated Urban-Rural Infrastructure Demonstration Project	Approved loan
Nepal	Regional Urban Development Project	Approved loan and TA
Pakistan	Punjab Intermediate Cities Improvement Investment Project	Approved loan

ADB Websites

- 1) General Home Website: www.adb.org
- 2) Consultants' Network: <http://www.linkedin.com/groups/ADB-Consultants-Network-3796524>
- 3) Suppliers' Network: <http://www.linkedin.com/groups/ADB-Suppliers-Network-3796532>
- 4) ADB Learning Tools:
https://wpqr4.adb.org/LotusQuickr/consultanttutor/PageLibrary48257B740021056D.nsf/h_Toc/26bef2dad507c7d948257b7400210f03/?OpenDocument

Where to Find Us

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